

MARYLAND SMALL BUSINESS DEVELOPMENT FINANCING AUTHORITY

OPEN MEETING MINUTES

August 27, 2020

The regular meeting of the Maryland Small Business Development Financing Authority convened at 1:00 p.m. via teleconference only at 470-869-2200/meeting ID 428-245-6027 due to the COVID-19 pandemic.

The following were in attendance at this meeting:

Authority Members	MMG Staff
Les Hall	Randy Croxton
Chuck Martin	Anthony Williams
Mara Sierocinski	Mark Harrison
Gina Ramsey	Stanley Tucker
Clem Kaikis	Mike Howard
Laura Pasternak	Robin Harris

Attorney General's Office
Barbara Kountz, Deputy Counsel

AGENDA

MINUTES

June 25, 2020

July 9, 2020

NEW REQUEST

Securemedy, Incorporated

Sky Vision Vending, Inc. (COVID-19)

Ira Wexler Photography, Inc. (COVID-19)

Obineche Law Firm, LLC (COVID-19)

EXTENSIONS

MainStreet Technologies

Point of Excellence Beauty Academy, LLC

Physical and Sports Rehab, Inc.

The closed session of the August 19, 2020, meeting was summarized. The Authority Board meeting was attended by Les Hall, Gina Ramsey, Chuck Martin, Clem Kaikis, Sharon Pinder, Laura Pasternak, and Kenny Oreagba. The meeting was closed to comply with requirements of the Maryland Public Information Act so that there would not be disclosure of confidential, commercial, and financial information associated with the applicants. All requests were unanimously approved. Mr. Kaikis abstained from voting on the request for Upfront, Inc. The meeting was closed to discuss the following:

The following requests were approved.

COVID 19 Emergency Relief Loan Fund

1. L.S. Grim, Inc. - \$160,000
2. E.I.B.S. LLC dba Cycle Fit - \$45,000
3. Thompson Trucking Team L.L.C. - \$80,000
4. Tilahun Family, Inc. - \$50,000
5. Calmi Electric Co., Inc. - \$91,500
6. Phenomenal, LLC - \$125,000
7. DAR Healthcare Services, LLC - \$50,000
8. Upfront, Inc. - \$80,000
9. Mekus, Inc. - \$35,000
10. Consolidated Services, Inc. - \$60,000
11. Practicalati Kids, Inc. - \$50,000

MSBDFA GUARANTY FUND

Superior Plantings, LLC: Modification to waive the requirement for an IDOT and to reduce the guaranty from 70% to 50%.

MINUTES

June 25, 2020

July 9, 2020

Action Taken: Upon motion duly made and seconded, the Authority unanimously approved the minutes as presented.

EXTENSION

Presenter: Anthony Williams

Applicant: Physical and Sports Rehab, Inc.

Loan Amount: \$100,000 Line of Credit (50% Guaranty)

Original Approval Date: June 28, 2018

Comments: Approval was requested for a 30-day extension of the maturity date through September 10, 2020 to allow time to prepare a renewal request.

Discussion: There was limited discussion regarding the pending renewal request.

Action Taken: Upon motion duly made and seconded, the Authority unanimously approved the request as presented.

EXTENSION

Presenter: Randy Croxton

Applicant: Point of Excellence Beauty Academy, LLC

Loan Amount:

1. \$50,000 EPIP Term Loan
2. \$250,000 Surety Bond Direct

Comments: A 60-day approval extension for both facilities to October 8, 2020 was requested to allow more time to settle the two facilities.

Discussion: There was limited discussion regarding the timing of the pending certification of the borrower to begin operations.

Action Taken: Upon motion duly made and seconded, the Authority unanimously approved the request as presented.

EXTENSION

Presenter: Randy Croxton

Applicant: MainStreet Technologies, Inc.

Loan Amount: \$750,000 Line of Credit

Original Approval Date: March 31, 2016

Comments: Approval was requested for a 60-day maturity date extension of the line of credit through October 8, 2020, to allow time to prepare a renewal request.

Discussion:

The following was discussed:


- a) Status of the borrower's term loan COVID-19 deferment
- b) Payment activity pre COVID-19 pandemic
- c) Future of the business (graduation)
- d) Length of time in the MSBDFA portfolio
- e) Monitoring of the company's performance

Action Taken:

Upon motion duly made and seconded, the Authority unanimously approved the request as presented.

The Open Meeting then closed at 1:25 p.m. upon motion made and seconded, and approved by all voting members, the meeting was closed pursuant to General Provisions Article, Section 3-305(b) (13), "to comply with a specific... statutory... requirement that prevents public disclosures about a particular proceeding or matter", that is, the Maryland Public Information Act prohibits disclosure of trade secrets, confidential commercial and confidential financial information. Chairman Les Hall signed the Presiding Officer's Written Statement for Closing a Meeting under the Open Meetings Act, which is attached to these minutes as an exhibit.

APPROVED:


Celester A. Hall
Chairman

DATE:

11-18-20

MARYLAND SMALL BUSINESS DEVELOPMENT FINANCING AUTHORITY

**PRESIDING OFFICER'S WRITTEN STATEMENT FOR CLOSING A MEETING
UNDER THE OPEN MEETINGS ACT
(General Provisions Article § 3-305)**

1. Recorded vote to close the meeting:

Date: August 27, 2020

Time: 1:26 pm – 2:03 pm

Location: Held by conference call due to COVID 19 pandemic at 470.869.2200/
640 305 7494

Motion to close meeting made by: Laura Pasternak; Seconded by Clemis Kaikis

Vote to Close Session:

	AYE	NAY	ABSTAIN	ABSENT
Celester Hall, Chair, Designee Secretary of Commerce	[x]	[]	[]	[]
Clemis Kaikis, designee of Comptroller	[x]	[]	[]	[]
Charles Martin	[x]	[]	[]	[]
Kehinde Oreagba	[]	[]	[]	[x]
Laura Pasternak	[x]	[]	[]	[]
Sharon Pinder	[]	[]	[]	[x]
Gina Ramsey	[x]	[]	[]	[]
Mara Sierocinski	[x]	[]	[]	[]

2. Citation of statutory authority to close session (check all that apply): This meeting is being closed under General Provisions Article § 3-305(b), only:

____ (1) To discuss the appointment, employment, assignment, promotion, discipline, demotion, compensation, removal, resignation, or performance evaluation of appointees, employees, or officials over whom this public body has jurisdiction; any other personnel matter that affects one or more specific individuals;

___ (2) To protect the privacy or reputation of individuals concerning a matter not related to public business;

___ (3) To consider the acquisition of real property for a public purpose and matters directly related thereto;

___ (4) To consider a matter that concerns the proposal for a business or industrial organization to locate, expand, or remain in the State;

___ (5) To consider the investment of public funds;

___ (6) To consider the marketing of public securities;

X (7) To consult with counsel to obtain legal advice on a legal matter;

___ (8) To consult with staff, consultants, or other individuals about pending or potential litigation;

___ (9) To conduct collective bargaining negotiations or consider matters that relate to the negotiations;

___ (10) To discuss public security, if the public body determines that public discussion would constitute a risk to the public or to public security, including: (i) the deployment of fire and police services and staff; and (ii) the development and implementation of emergency plans;

___ (11) To prepare, administer, or grade a scholastic, licensing, or qualifying examination;

___ (12) To conduct or discuss an investigative proceeding on actual or possible criminal conduct;

X (13) To comply with a specific constitutional, statutory, or judicially imposed requirement that prevents public disclosures about a particular proceeding or matter;

___ (14) Before a contract is awarded or bids are opened, to discuss a matter directly related to a negotiating strategy or the contents of a bid or proposal, if public discussion or disclosure would adversely impact the ability of the public body to participate in the competitive bidding or proposal process.

3. Disclosure of the topics to be discussed, for each citation checked above:

§3-305(b)(13) topics: Discussion and evaluation of the applications received from potential borrowers for financial assistance under programs of the Maryland Small Business Development Financing Authority, which applications include the disclosure of financial information of private individuals and confidential commercial and financial information.


§3-305(b)(7) topics: Legal advice from counsel to the Authority with respect to the applications.

4. For each topic listed in #2, disclosure of the reason for discussing it in closed session rather than in open session:

§3-305(b)(13): Financial information of private individuals is protected from disclosure under the Maryland Public Information Act (§4-336) and confidential commercial and financial information is protected from disclosure under the Maryland Public Information Act (§4-335).

§3-305(b)(7): Protection of the attorney-client privilege.

This statement is made by Celester Hall, Chair of the Maryland Small Business Development Financing Authority, Presiding Officer.


Celester Hall
Chair